

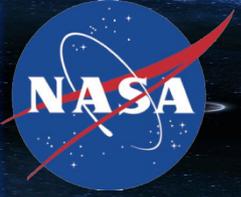
The background of the slide is a deep space scene. It features a dark blue and black sky filled with numerous stars and several prominent spiral galaxies. On the right side, a large, reddish-brown planet, likely Mars, is partially visible, showing its textured surface. In the upper center, a smaller, pale planet or moon is seen. The overall lighting is soft, highlighting the celestial bodies against the vastness of space.

NASA HBCU/MSI TECHNOLOGY  
INFUSION ROAD TOUR UNIVERSITY  
OF TEXAS AT  
EL PASO

MSFC HBCU/MI INITIATIVE

Presenter: David E. Brock

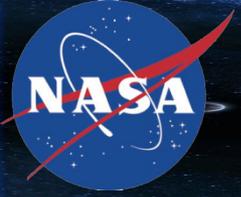
April 21, 2016



# It Starts with a Dream

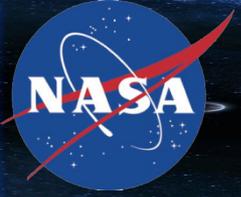
“If you don’ t have a dream, how can you ever have a dream come true.”

- The MSFC HBCU initiative began in 2007...a dream to advance the interest of HBCUs and MSIs at NASA.



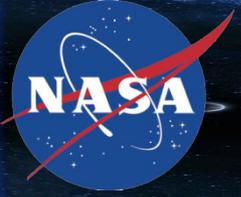
# Laying the Foundation

- January 2008 planning session at Alabama A&M, subject “Connecting with the Primes.”
- June 2008 HBCU matchmaker in New Orleans held in conjunction with the 4<sup>th</sup> Annual Minority Serving Research Institutions Partnership Convention.
- July 2008 meeting with Boeing, one of our strong partners in helping promote the goals and objectives of the new initiative.
- January 2009 keynote speaker at the Morehouse College Annual Entrepreneurship Conference in Atlanta, GA.
- February 2009 keynote speaker at the TRAC Minority Business Black CEO Conference in Baltimore, MD.



# The NASA Mentor Protégé Program Doorway to Opportunities

<b>DATE</b>	<b>MENTOR</b>	<b>PROTÉGÉ</b>	<b>CONTRACT</b>
Feb. 2009	SAIC	Oakwood University	Unified NASA Information Technology Service
Feb. 2010	Jacobs	Tuskegee University	Engineering, Scientific, & Technical Services Contract
Jul. 2012	Pratt & Whitney Rocketdyne	Alabama A&M	Aries I J2X Engine Contract
Jul. 2013	ATK Aerospace	Florida A&M	Space Launch System Booster Contract
Jul. 2015	Teledyne Brown Engineering	University of Nevada Las Vegas	Mission Operations & Integration Contract
Jul. 2015	Teledyne Brown Engineering	Alabama State University	Mission Operations & Integration Contract



# Mentor Protégé Agreement Benefits

- To Universities:
  - Increased understanding of Government Contract and Subcontracting processes, government billing, opportunities and FAR policies.
  - Access to best practices from Prime/Mentor (updating Accounting Systems, How to Bill Government relations, Training, etc.).
  - Building NASA Past Performance for future opportunities.
- To Students:
  - Internship Opportunities for hands on experience.
  - Opportunity for long-term career & employment.



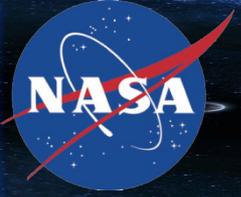
# Gaining Momentum

- September 2013
  - Boeing hosts the First HBCU & MSI Joint Counseling Session in Huntsville, AL where five HBCUs were showcased.
- September 2014:
  - NASA/MSFC hosts the First Annual HBCU & MSI Partnerships Meeting in Huntsville, AL.
- September 2015:
  - NASA/MSFC hosts the Second HBCU & MSI Partnerships Meeting in Huntsville, AL.
- February 2016:
  - Boeing hosts the Second HBCU & MSI Joint Counseling Session in Huntsville, AL where six HBCUs and two MSIs were showcased.



# Keys

- Let Center small business specialist know of your interest.
- Stay abreast of upcoming NASA full and open competitions having subcontracting requirements.
- Participate in NASA Industry Days and center specific outreach events.



# Final Thoughts

- Henry Thoreau said, “Dreams are like building castles in the sky, and there is nothing wrong with that, now go and put a foundation under them.”
- Yes, we have a dream, but if that is to come true, we must continue building on the foundation that has been laid.
- Opportunities to build positive relationships today will contribute achievement of the NASA HBCU & MSI goals and objectives.
- Remember, you have to make contacts to make contracts...Your network will determine your net worth.
- Create relationships with hinges that never rust!
- Take advantage of the opportunity...seize the moment!



# MSFC Small Business Program Contacts

CONTACT	TITLE	EMAIL	PHONE
David Brock	Small Business Specialist	<a href="mailto:david.e.brock@nasa.gov">david.e.brock@nasa.gov</a>	256-544-0267
Esther Veras	Procurement Analyst – ARCS	<a href="mailto:esther.veras@nasa.gov">esther.veras@nasa.gov</a>	256-544-8816
Vadis Robinson	Procurement Analyst – ARCS	<a href="mailto:vadis.a.robinson@nasa.gov">vadis.a.robinson@nasa.gov</a>	256-544-6263
Lynn Garrison	Small Business Technical Advisor	<a href="mailto:virginia.b.garrison@nasa.gov">virginia.b.garrison@nasa.gov</a>	256-544-6719
Doug Gerard	SBA PCR	<a href="mailto:douglas.gerard@sba.gov">douglas.gerard@sba.gov</a>	256-544-0681

Location: Bldg. 4200/Rm. 228C  
Office hours: 7:00 a.m. – 4:30 p.m. (CST)